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From: kstolz@pru-nw.com [mailto:kstolz@pru-nw.com]  
Sent: Wednesday, October 19, 2005 5:23 PM  
To: ATR-Real Estate Workshop  
Subject: Project No V050015

I have been a realtor for just under 5 years and have watched a lot of changes in my market place. Real estate is one of the most competitive businesses out there. There are over 7,000 realtors in the Portland metro area alone. There are lots of different types of firms and agents all competing for the same market. We have full service agents down to discount brokerages that merely list a property on line on our local MLS and they don't even present offers to the seller. The buyers agent must do that.

I find it amazing that the Dept of Justice can really believe we are a monopoly. It seems our tax dollars are not being well used when time and monies are being spent going after realtors....all who are private contractors, pay taxes as individuals and also as our own employer, pay our own insurance premiums, car and all the other expenses that are related.

We all work hard and each run our businesses individually.....we all offer different services and charge different rates. We often have 4-5 different realtors giving a seller a presentation trying to win their business. Each one of us presents a different picture.....price and services. Seems to be that the homeowner has lots of choices.....that's do to the highly competitive nature of our business.

Please rethink what you are doing. We are individual small business people competing in a market. There isn't one price that we all parrot to a potential client.  
Karin Stolz

Your referrals help my business grow! Thanks for keeping me in mind!  
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